



A-76 Institute, LLC
1370 Lambertson Drive, Suite 16
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GENERAL SERVICES ADMINISTRATION

Federal Supply Service

Authorized Federal Supply Schedule Price List

Online access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through the GSA Advantage! menu-driven database system. The Internet address for GSA Advantage is www.gsaadvantage.gov. For more information on ordering from Federal Supply Schedules, click on the FSS Schedules button at fss.gsa.gov.

Schedule Title: 874 Training Aids and Devices; Instructor Led Training; Course Development & Test Administration

Contract Number: GS-02F-0209P

Contract Period: 07/29/2009 thru 07/28/2014

Contractor: A-76 Institute, LLC
1370 Lambertson Drive, Suite 16
Silver Spring, MD 20902

Phone: 970.798.7776

Fax: 970.798.7773

Email: info@a76institute.com

Web site: www.a76institute.com

Contract Administrator: David Kline
(Contact info as above)

Business Size: Small Business



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CUSTOMER INFORMATION

1a. Table of Awarded SINS:

SIN 874-5	Ancillary Supplies and/ or Services Support Products – Prepared Instructional Material
SIN 874-4	Training Services: Instructor Led Training, Web Based Training and Education Courses, Course Development and Test Administration Learning Management, Internships

1b. Lowest Price Model No.: SEE GSA PRICE LIST BELOW

1c. Hourly Rates: N/A

2. Maximum Order: \$1,000,000

3. Minimum Order: \$100

4. Geographic Coverage (Delivery Area):

48 contiguous states, Washington, D.C; excluding Alaska, Hawaii and Puerto Rico

5. Point of Production: Silver Spring, Maryland, USA

6. Discount from List Prices:

874 4 Instructor Led Training and (Customized) Course Development offered GSA's Discounts

- A basic discount of 6% off the commercial price list for their two (2) day courses.
- A basic discount of 10% off of their commercial price list for their one (1) day courses.
- A basic discount of 18% off of their commercial price list for all Security & Surveillance Courses. These courses consist of five (5), ten (10) & twenty (20) day sessions. Minimum/Maximum 10-20 participants.



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SIN 874 5 Ancillary Supplies and/ or Services Support Products -Prepared Instructional Material offered GSA's Discounts

- A basic discount of 23% off commercial price list for Prepared Printed Instructional Material.

7. Quantity Discounts: SIN 874 4

1. Dollar Volume discount of 10% off commercial price for purchase orders of \$15,000.00 and above.
2. A quantity discount of 32% off of their commercial price list for additional participants over 25.

SIN 874 5

A quantity discount of 10% off of their commercial price list for purchases of 10 manuals or more on one (1) purchase order.

8. Prompt Payment Terms: 1% - 10 Days

9a. Below Micro-purchase Threshold: Yes

9b. Above Micro-purchase Threshold: Yes

10. Foreign Items: No foreign items are offered under this contract.

11a. Time of Delivery: Fifteen (15) days after receipt of order.

11b. Expedited Delivery: Items available for expedited delivery are noted in this price list.

11c. Overnight and 2-day Delivery:

No items for overnight or 2-day delivery are available in this price list.

11d. Urgent Requirements: N/A

12. FOB Points: 48 Contiguous States and Washington, D.C; excludes Alaska, Hawaii & Puerto Rico

13a. Ordering Address:

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13b. Ordering Procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules).

14. Payment Address:

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15. Warranty: N/A

16. Export Packing Charges: N/A

17. Terms and Conditions of Government Purchase Cards Acceptance:
No thresholds. We accept Government purchase cards.

18. Terms and Conditions of Rental, Maintenance, and Repair: N/A

19. Terms and Conditions of Installation: N/A

20. Terms and Conditions of Repair Parts: N/A

20a. Terms and Conditions for Any Other Services: N/A

21. List of Service and Distribution Points: N/A

22. List of Participating Dealers: N/A

23. Preventive Maintenance: N/A

24a. Special Attributes: N/A

24b. Section 508 Compliance: N/A

25. DUNS Number: 1665811707

26. CCR Database: A-76 Institute, LLC is registered in the Central Contractor Registration database, accessible at www.ccr.gov and has been since 2003.



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GSA Price List
July 29, 2009 to July 28, 2014

SIN 874-5

Ancillary Supplies and/ or Services Support Products (Prepared Instructional Materials)	\$150.00
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Note: Quantity volume discounts are offered to GSA in the amount of 10% when ten (10) copies are included in one purchase order.

SIN 874-4

Instructor led training, web-based training and education courses	
(a) One (1) day course	\$445.00/person
(b) Two (2) day course	\$845.00/person

Note: Quantity volume discounts are offered to GSA in the amount of 10% if any one purchase order exceeds \$15,000.00.

SIN 874-4

Course development and test administration	
(a) One (1) day course*	\$5,114.00
* additional charge for each attendee over 25	\$135.00/person
(b) Two (2) day course*	\$9,886.00
* additional charge for each attendee over 25	\$240.00/person



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GSA Price List
July 29, 2009 to July 28, 2014

SIN 874-5 Ancillary Supplies and/ or Services Support Products
PREPARED INSTUCTIONAL MATERIAL

COURSE MANUALS

(a) Davis Bacon Act	\$150.00/per manual
(b) Service Contract Act	\$150.00/per manual
(c) Commercial Services Management - Basic	\$150.00/per manual
(d) Commercial Services Management - Advanced	\$150.00/per manual

SIN 874-4 INSTRUCTOR LED TRAINING

GOVERNMENT CONTRACTS

(e) Davis Bacon Act \$445.00/person

Learn what every Government contracts professional needs to know about the Davis-Bacon Act and how to distinguish work covered by the Davis-Bacon from other work covered by the Service Contract Act or the Walsh-Healey Act. Also covers the applicable overtime laws. Learn the current views of the Department of Labor, as well as the FAR and DFARS implementation, as well as an explanation of the latest DOL memorandum that relates to the American Recovery and Reinvestment Act. Topics to be covered in this class include:

- Covered Work
 - The meaning of “construction”
 - What is a “public work”
 - What is the “site of the work”
 - “Secondary” work sites
 - Who is a “laborer or mechanic”
 - “Prevailing wages”
 - Deductions
 - Bona fide fringe benefits
 - Meeting wage and fringe benefit requirements
 - Record keeping and certified payroll
 - Subcontractors
 - The wage determination system
 - Types of wage determinations
 - Periods of effectiveness
 - Apprentices
-



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- Helpers
- Letters of inadvertence and modifications
- Task order and maintenance and operation contracts
- Conformances
- DOL and procuring agency authority
- The “Christian doctrine”
- Effect of state laws
- Sanctions for violations
- Overtime
- Distinguishing Davis-Bacon covered work from Service Contract Act covered work

(f) Service Contract Act

\$845.00/person

For over 35 years this premier program has been the leading seminar on the Service Contract Act (“SCA”). In recent years, with the greater emphasis on A-76 competitions, the rules and implementation of the SCA have been of increasing importance to A-76 competitions. Taught by the leading instructors on the SCA — Daniel B. Abrahams, Shlomo D. Katz and William Gross — the course will lay out and explain both Government and industry rights and responsibilities. Mr. Abrahams, a leading practitioner and educator in the area of Employment, Labor and Procurement Law, has trained thousands of Government contract professionals in the intricacies of the SCA. He is a partner in the Washington, DC office of the law firm of Brown Rudnick LLP, where he manages the firms Wage and Hour Group. Mr. Katz is counsel in the Washington, D.C. office of Brown Rudnick LLP, where he represents clients in all areas of Government Contracts and Wage and Hour Law. Mr. William Gross has recently been added to the faculty of the Institute. As the former Director of Wage Determinations of the U.S. Department of Labor, this most distinguished expert will speak on the second day of the SCA Course on the topic “The View from the DOL.” The training as well as the comprehensive manual provided to each attendee will provide the novice with the tools needed to comply with this Act and the senior professional the nuances of and the latest developments relating to the Act. In the past, many attendees have raised with the instructors, either in class or privately during breaks, issues they have on how to handle particular SCA situations. Learn what every Government contract professional needs to know about the Service



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Contract Act as well as applicable overtime laws. Learn how to avoid the pitfalls which create problems for contractors as well as contracting officers. This is the premier course on the Service Contract Act. Topics covered include:

- Area wage determinations and how issued
- When wage determinations are effective
- Department of Labor discretion and source data?
- Slotting
- “4(c)” wage determinations (based on collective bargaining agreements)
- Exceptions to the use of CBA rules
- The timing of CBAs and of wage increases
- Conformances and techniques for avoidance
- Wage deductions
- Fringe benefits
- Vacation
- Health and welfare
- Self-insurance
- Administration and record keeping?
- Price adjustments under extended term contracts
- “Locality” for wage determinations
- The “principal purpose” requirement
- Statutory and regulatory exemptions
- Executive, administrative and professional
- “Remanufacturing” contracts
- Maintenance and repair of ADP and high-tech equipment
- Subcontractors
- Government management contractor coverage
- Geographic coverage
- Off-site contracts
- Obtaining wage determinations
- The effect of the “Christian doctrine” and state laws
- Working time issues
- Sanctions and remedies for SCA violations
- Overtime laws and interpretations
- The Contract Work Hours and Safety Standards Act
- The Fair Labor Standards Act
- Distinguishing work covered by the SCA from work covered by the Davis-Bacon Act

(g) Commercial Services Management – Basic

\$845.00/person

The circular implements the President’s Management Agenda for Commercial Services Management. This and



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current legislation presents potential risks and rewards for all agencies and commercial firms. Agencies have new accountability requirements and tools to truly achieve efficient and effective activities. Industry has new challenges for compliance and face tough competition from the Government.

This introductory course outlines the roles, responsibilities, requirements and processes from conducting the FAIR Act inventory, through streamlined and standard competitions, to implementation and monitoring of performance. The course provides the basics for agency management, competition officials, competition teams, acquisition officials, small business offices, legal, human resources, finance, functional management, operations, affected workers, unions, reimbursable service providers, and commercial firms.

The course materials include:

- An updated and annotated circular that includes roles and responsibilities lists
- Schedules
- Resource materials
- How-To guides

The course balances presentations with informal questions and answers. The instructors are field practitioners that can cut through the theory to the actual requirements. “War Stories” provide examples and explanations. Attendees are encouraged to use breaks to address specific issues with the instructors.

(h) Commercial Services Management – Advanced

\$845.00/person

A high-intensity interactive learning opportunity for Government and industry professionals — specifically assembled and presented by senior A-76 experts. This is the course to answer specific A-76/FAIR Act/Commercial Services Management questions. Senior A-76 practitioners and related experts present a high-intensity, interactive learning process specifically tailored to the attendees from Government and industry. The first day is dedicated to specific A-76 issues. Registrants are requested to identify topics during registration to be discussed in the sessions. Topics to be covered include:



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- Inventory strategies and agency specific function codes
- The advantages and timing of preliminary planning
- The politics of the program
- The requirement for specific competition positions to be “inherently governmental”
- Timing announcements for best results
- Breaking the mold on PWSs to improve communication and competition
- True Performance-based Service Contracting
- FAR issues
- Taking an ISO approach to Quality Control and Quality Assurance
- Zero-based MEOs that reflect commercial approaches with the governmental advantages
- Human Resource Advisor responsibility
- The role of the Contracting Officer
- Rights and Responsibilities of affected workers
- The positive role to be played by Unions
- News from OMB
- GAO decisions, reports and comments
- Legal decisions
- Legislative Initiatives
- New Laws and Appropriation clauses
- Larger Government trends, including:
 - o The proposed budget cuts and increases
 - o Base realignment and closures
 - o CFO Act, GPRA, GMRA and Clinger-Cohen
 - o The FAIR Act
 - o Human Capital
- Alternatives and exceptions, including:
 - o Privatization
 - o ESOP
 - o Transitional Benefit Corporation
 - o New Requirements
 - o Segregable expansion
 - o High Performing Organizations and deviations

SECURITY & SURVEILLANCE COURSES

(i) Physical Surveillance Course - 20 days (See Note 1)

\$224,500/session

This course provides comprehensive principles and



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techniques to effectively conduct tactical team oriented surveillances. Students will conduct long-term, discreet physical surveillance. Focus is on utilizing a team approach in vehicular, foot, and stationary scenarios. All aspects of physical surveillance techniques will be examined in-depth, with major emphasis placed on counter surveillance techniques and situational awareness/tactical decision making. Topics to be covered include:

- Situational Awareness
- Stationary Surveillance
- Foot and Vehicular Surveillance
- Surveillance in Public Locations
- Surveillance on Public Transportation
- Night Surveillance Operations
- Disguise and Observation Principles
- Active and Passive Surveillance Detection

Techniques

- Counter-Surveillance and Aviation Assisted Surveillance

(j) Physical Surveillance Course - 10 days (See Note 1)

\$157,000/session

The Security and Surveillance Group also offers a 10-day basic version of the Physical Surveillance Course - 20 Days course, as well as specialized courses that can be tailored to individual unit requirements.

(k) Surveillance Countermeasures - 10 days (See Note 1)

\$175,500/session

This course is designed to incorporate physical surveillance skills into countermeasures that will provide personal security (PERSEC) and operational security (OPSEC) in the operational area. Students will incorporate a daily routine of Surveillance Detection Countermeasures while under surveillance, throughout this course. Topics to be covered include:

- Situational Awareness
 - PERSEC
 - OPSEC
 - Surveillance Principles
 - Surveillance Detection
 - Technical Surveillance Detection
 - Surveillance Detection Routes (SDR)
 - Surveillance Detection Countermeasures (SDC)
 - Counter Surveillance Route (CSR)
 - Anti-surveillance
-



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- Anti-technical Surveillance

(l) Aerial Surveillance/Photograph (See Note 1)

\$81,800/session

This course provides comprehensive principles and techniques to effectively conduct fixed-wing aircraft surveillance principles during surveillance operations and thereby achieve minimal exposure and detection. Students will utilize an aerial platform to direct a surveillance team's operational efforts by monitoring movement, effecting target location, providing route intelligence, developing target intelligence packages and using digital imaging techniques to supplement the team's surveillance packages.

Topics to be covered in this class include:

- Prerequisite: Physical Surveillance : 20-Day Course
- Surveillance Air Operations
- Aerial Platforms
- Aerial Surveillance Equipment
- Aerial Surveillance Tactics
- Operational Mapping
- Aerial Photography Principles

(m) Survey-Threat Assessment (See Note 1)

\$74,200/session

This course provides comprehensive principles and techniques to effectively conduct threat assessments on facilities and their personnel in order to determine the level of vulnerability to that facility's security parameters.

Topics to be covered in this class include:

- Security Principles
- Facility Security Assessment
- Facility Safety Assessment
- Personal Security (PERSEC)
- Alarm Systems
- Video and Access Control Systems
- Physical Structure Access
- Building Egress and Evaluation Routes
- Fire and Life Safety Systems and Protocol
- Threat Countermeasures
- Facility Security Management

(n) Physical Surveillance Refresher Exercise-5 days (See Note 1)

\$75,900/session

A Security and Surveillance Group Physical Surveillance course is a pre-requisite. Physical Surveillance Tactics, Techniques, and Procedures (TTPs) are perishable skills. Additionally, innovations continue to outpace the ability of most operational units to stay current. The Security and



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Surveillance Group offers refresher exercises so previous graduates of our Physical Surveillance Courses can conduct surveillance operations while they are coached by Security and Surveillance Group professionals. Field Training Exercises (FTX) are conducted under operational conditions in order to allow units to address operational shortfalls in a forgiving environment.

(o) Technical Surveillance - 20 days (See Notes 1 & 2)

\$280,900/session

This course provides comprehensive principles and techniques to effectively perform clandestine technical surveillance while operating as part of a team or alone. Technical Surveillance enhances Physical Surveillance by giving students advanced techniques that will allow them to take advantage of static and progressive surveillance principles thereby reducing their exposure to adversaries. Technical surveillance improves personal protection by using greater stand-off and improves counter-surveillance and surveillance detection abilities. This course includes principles that will allow the student to refine target information in the operational environment.

(p) Technical Surveillance - 10 days (See Notes 1 & 3)

\$172,900/session

The Security and Surveillance Group also offers a 10-day basic version of the Technical Surveillance 20 Days course as well as specialized courses that can be tailored to individual unit requirements.

(q) Marine Technical Surveillance - 20 days (See Note 1)

\$291,500/session

This course provides comprehensive principles and techniques to effectively perform clandestine technical surveillance in the maritime environment while operating as part of a team or alone. Maritime Technical Surveillance enhances Physical Surveillance by giving students advanced techniques that will allow them to take advantage of static and progressive surveillance principles thereby reducing their exposure to adversaries. Technical surveillance improves personal protection by using greater stand-off and improves counter-surveillance and surveillance detection abilities. This course includes principles that will allow the student to refine target information in the operational environment. Topics to be covered include:

- Situational Awareness and Operational Security (OPSEC)
- Clandestine Reconnaissance Principles



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- Basic Entry and Install Principles
 - Basic Vessel Entry and Install Principles
 - Tagging, Tracking, and Location (TTL) Principles
 - Digital Capture and Imaging
 - Audio / Visual Capture
 - Fundamentals of Electricity and Electronics
 - Technical Tradecraft Techniques, Tactics, and Procedures (TTPs)
 - Clandestine Concealment Fabrication

(r) Alarm Design Manipulation – 5 days (See Note 1)

\$75,200/session

This course provides principles and techniques to familiarize the student with basic alarm system design, theory, and operation. Students are trained in techniques to identify the various components of both perimeter and volumetric coverage, the inherent technological vulnerabilities associated with each and the operationally proven techniques of compromising or exploiting system integrity. Techniques and operational strategies are presented from a team concept, ensuring that all aspects of an operation are appropriately distributed, utilizing techniques and protocol to maximize efficiency of personnel and time management to effect a successful surreptitious entry operation. Specific attention is given to the various methods of alarm signal egress and compromising options. A basic overview on access control systems and their integration into site alarm systems are reviewed, identifying exploitable installation miscues. All necessary tools including proprietary TOSS equipment will be provided by TOSS and will become the property of the student.

(s) Advanced Technical Surveillance - 10 days (See Notes 1)

\$155,500/session

This course provides comprehensive principles and techniques to effectively perform advanced technical surveillance while operating as part of a team or alone. Tactical Technical Surveillance provides students with the ability to utilize technical devices in order to conduct specialized, stand-off and fixed-point clandestine technical surveillances. Tactical Technical Surveillance further enhances all other surveillance methods by giving students advanced techniques that will allow them to take advantage of static surveillance principles from a stand-off position to the target. This reduces exposure to adversaries thereby improving the students' personal protection while in the



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operational environment. This course includes advanced principles that will allow the student to refine target information in the operational environment.

Topics to be covered include: • Prerequisite: The Security and Surveillance Group Technical Surveillance courses

- Advanced Situational Awareness and Operational Security (OPSEC)
- Advanced Clandestine Reconnaissance Principles
- Advanced Fundamentals of Electricity and Electronics
- Advanced Technical Tradecraft Techniques, Tactics, and Procedures (TTPs)
- Target Exploitation Techniques
- Urban and Rural Hide Sites (OP)
- Clandestine Concealment Device Fabrication

(t) Advanced Technical Surveillance - 5 days (See Notes 1)

\$78,900/session

This course teaches the principles and techniques to effectively perform advanced technical surveillance while operating as part of a team or alone. Tactical Technical Surveillance provides students with the ability to utilize technical devices in order to conduct specialized, stand-off and fixed-point clandestine technical surveillances. Tactical Technical Surveillance further enhances all other surveillance methods by giving students advanced techniques that will allow them to take advantage of static surveillance principles from a stand-off position to the target. The Security and Surveillance Group Technical Surveillance courses are a pre-requisite.

(u) Technical Surveillance Refresher Exercise-5 days (See Note 1)

\$78,900/session

The Security and Surveillance Group Technical Surveillance courses are a pre-requisite. Technical Surveillance Tactics, Techniques, and Procedures (TTPs) are perishable skills. Additionally, technological innovations continue to outpace the ability of most operational units to stay current. TOSS offers refresher exercises so previous graduates of our Technical Surveillance Courses can conduct surveillance operations while they are coached by TOSS professionals. Field Training Exercises (FTX) are conducted under operational conditions in order to allow units to address operational shortfalls in a forgiving environment.

(v) Covert Entry Operations – 10 days (See Note 1)

\$163,700/session

This course provides comprehensive principles and techniques to effectively perform covert entry operations



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while operating as part of a team or alone. Covert Entry Operations allows students to defeat barriers that prevent mission accomplishment. Entry principles can be used to further refine target information and exploit target vulnerabilities in the operational environment. Focus is on mitigating the potential risk to a tactical operation. Proprietary TOSS equipment is utilized in this course and will become the property of the student. Topics to be covered include:

- Situational Awareness
- Covert Entry Operations
- Technical Surveillance Countermeasures
- Surveillance and Surveillance Detection Refresher
- Advanced Close Target Recce Principles
- Tactical Communication
- Lock Identification
- Mechanical Locks
- High Security Locks
- Access Control Devices
- Key and Lock Decoding
- Key Machine Operation
- Lock Decoding
- Lock Defeat
- Basic Electricity and Electronics
- Advanced Telephony
- Alarm System Design
- Digital Image Capture
- Alarm System Installation
- Alarm System Programming
- Alarm System Troubleshooting
- Target Analysis
- Site Access Control
- Alarm System Vulnerabilities
- Advanced Alarm Defeat
- Advanced Alarm Bypass
- Computer Exploitation Techniques

(w) Vehicle Entry – 10 days (See Note 1)

\$156,400/session

This course provides comprehensive principles and techniques to effectively perform vehicle entries and installations while operating as part of a team or alone. Vehicle Entry Operations will provide the student with: a thorough knowledge of all automotive locking systems and



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their normal operation and bypass, complete reference directories with keying information, tools which will enable all aspects of lock decoding and key generation in a tactical environment, and the enrollment of "chip" keys into modern systems. Vehicle Entry Operations allows students to utilize their skills in the operational environment to further refine target information and exploit target vulnerabilities by using vehicle installation principles. Students can also accomplish vehicle acquisition techniques. Topics to be covered include:

- Situational Awareness
- Covert Entry Operations
- Technical Surveillance Countermeasures
- Surveillance and Surveillance Detection Refresher
- Advanced Close Target Recce Principles
- Tactical Communication
- Vehicle Entry Principles
- Locking Mechanism Identification
- Vehicle Entry Equipment
- Vehicle Entry Techniques
- Mechanical Entry, Lock Decoding Techniques
- High-security Auto Lock technology
- Mechanical Key Manufacturing Techniques
- Electrical Key Manufacturing Techniques Vehicle

Alarm Defeat

- System Monitoring
- Tagging, Tracking, and Location (TTL) Principles
- TTL Devices
- TTL Software
- Vehicle Concealment Device Fabrication
- Vehicle Installation Techniques
- Vehicle Egress Techniques
- Duplicate Vehicle Acquisition

(x) A0 Specific Foreign Locks – 10 days (See Notes 1 & 4)

\$173,300/session

This course provides comprehensive principles and techniques to effectively defeat foreign locks. A0 Specific Foreign Locks provides the student with the ability to go against locks from their Area of Operations. Focus is on lock bypass and opening techniques that are directed specifically towards foreign lock design and manufacture. Entry principles can be used to further refine target information and exploit target vulnerabilities in the operational environment. Focus is on mitigating the potential risk to a



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tactical operation. Proprietary Security and Surveillance Group equipment is utilized in this course and will become the property of the student. Topics to be covered include:

- Situational Awareness
- Covert Entry Operations
- Basic Technical Surveillance Countermeasures
- Surveillance and Surveillance Detection Refresher
- Close Target Recce Principles
- Lock Identification
- Lever Locks
- Mechanical Locks
- High-security Locks
- Access Control Devices
- Key and Lock Decoding
- Key Machine Operation
- Lock Decoding
- Lock Defeat
- Basic Electricity and Electronics
- Basic Telephony
- Foreign Alarm System Design
- Digital Image Capture
- Foreign Alarm System Installation
- Foreign Alarm System Programming
- Foreign Alarm System Troubleshooting
- Target Analysis
- Site Access Control
- Foreign Alarm System Vulnerabilities
- Foreign Alarm Defeat
- Foreign Alarm Bypass
- Computer Exploitation Techniques

(y) Entry Refresher Exercises – 5 days (See Note 1)

\$67,500/session

The Security and Surveillance Group Entry courses are a pre-requisite. Entry Tactics, Techniques, and Procedures (TTPs) are perishable skills. Additionally, technological innovations continue to outpace the ability of most operational units to stay current. The Security and Surveillance Group offers refresher exercises so previous graduates of our Entry Courses can conduct covert entry operations while they are coached by Security and Surveillance Group professionals. Field Training Exercises (FTX) are conducted under operational conditions in order to allow units to address operational shortfalls in a forgiving environment.



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<p>(z) Situation Awareness/Tactical Decision Making: Theory and Research (See Note 1)</p> <p>This course provides comprehensive principles and techniques that will allow the student to enhance the probabilities of more effective decision making in a stressful, tactical environment. Situational Awareness / Tactical Decision Making will provide strategies and techniques that improve decision making processes and situational awareness. It improves operational abilities by giving the student greater recognition of sudden, emerging events at the soonest possible moment and thereby avoid potential dangers. These principles will allow the student to recognize and refine target information more accurately in an operational environment.</p> <p>Major disciplines covered are inattention blindness, cognition, perception and other related research areas that have proven to be effective in naturalistic decision making under tactical conditions.</p>	\$23,200/session
<p>(aa) Open Source Analysis/Qualitative Interpretation Session (See Note 1)</p> <p>This course is designed to complement The Security and Surveillance Group's physical, technical and entry courses. It can be embedded in any Security and Surveillance Group course, however; an additional 5 days of training will result if incorporated into existing courses. It can also stand alone as an individual course. Operators will learn to apply TOSS' scientific method to analyze open-source qualitative information. In a tactical environment, information must be evaluated properly and in timely manner to be effective and to contribute to successful outcomes. The Security and Surveillance Group has developed this method specifically for tactical operators operating under intense conditions.</p> <p>Major disciplines covered are qualitative methods that include Ethnography and Grounded Theory and appropriate application in a tactical context. Data coding and processing will be examined in detail and students will be able to process information for predicative purposes.</p>	\$28,900/session
<p>(bb) Target Exploitation – 10 days (See Note 1)</p> <p>This course provides comprehensive principles and</p>	<p>GSA Price List (Cont'd)</p> <p>\$161,200/session</p>



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techniques to effectively perform clandestine target exploitation while operating as part of a team or alone. Target Exploitation allows students to collect target intelligence in a covert manner against buildings, vehicles, outdoor sites, individuals, and other sources. Exploitation principles can be used to further refine target information and exploit target vulnerabilities in the operational environment. Focus is on target analysis and assessment through technical methods. Topics to be covered include:

- Prerequisite: The Security and Surveillance Group Technical Surveillance courses
- Situational Awareness
- Clandestine Survey
- Target Analysis
- Technical Surveillance Operations
- Advanced Close Target Recce Principles
- Technical Surveillance Countermeasures
- Computer Systems Security (Desktop, Laptop, Handheld)
- Computer Exploitation
- Internet /Intranet / Extranet Communications
- Wi-Fi / WWAN Communications
- Foreign and US Telephony
- Cellular Telephony
- Open Source Analysis / Qualitative Interpretation

(cc) Fabrication, Concealment and Restoration – 5 days (See Note 1) \$63,500/session

This course provides comprehensive principles and techniques to effectively perform fabrication, concealment and restoration of technical devices. Fabrication, Concealment and Restoration will demonstrate techniques used to clandestinely deploy mission specific technical equipment against buildings, vehicles, outdoor sites, individuals, and other sources.

Major disciplines covered are field expedient equipment and capabilities, environmental considerations, versatility to mission response objectives and application of various compounds, substances and equipment.

(dd) Undercover Operations – 5 days (See Note 1) \$49,800/session

This course provides comprehensive real world experiences, lectures and implements strategies for operators to perform in undercover capacities in non-permissive environments.



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Major disciplines covered will include technical and non-technical methods that support undercover operations, logistical support and concerns, surveillance and detection strategies, and lesson learned from prominent undercover operators.

Notes to Security & Surveillance Courses

1. Vehicles for student uses during training must be provided by the student.
 2. Equipment provided to the students included in the price amounts to approximately \$20,000.
 3. Equipment provided to the students included in the price amounts to approximately \$15,000.
 4. Equipment provided to the students included in the price amounts to approximately \$25,000.
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SIN 874-4 COURSE DEVELOPMENT TEST ADMINISTRATION

(ee) Davis Bacon Act (One Day)

Up to 25 people

\$5,114.00/session

Over 25 people

\$135.00/per person

(ff) Service Contract Act (Two Days)

Up to 25 people

\$9,886.00/session

Over 25 people

\$240.00/per person

(gg) Commercial Services Management - Basic (Two Days)

Up to 25 people

\$9,886.00/session

Over 25 people

\$240.00/per person

(hh) Commercial Services Management - Advanced (Two Days)

Up to 25 people

\$9,886.00/session

Over 25 people

\$240.00/per person
